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# The Fordyce Forum 2010

June 9-11, 2010 • The M Resort, Las Vegas



A conference for search and placement professionals, from the publishers of *The Fordyce Letter*

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> **Learn the secrets of big billers.** Dare to be the industry's most lucrative third-party recruiter. Learn how you can start earning five- and six-figure fees consistently. The Fordyce Forum is a serious conference for serious recruiting and search professionals. We hope you fit the profile.

## Speakers

Meet your Fordyce Forum 2010 Spring speakers:



### Jon Bartos

Jon Bartos is a premier writer, speaker and consultant on all aspects of human capital and achievement. As president and CEO of Jonathan Scott International in Mason, Ohio, he has achieved industry-leading success. He is one of an elite group of executive recruiters who bill over \$1 million annually. In... [\[more\]](#)



### Paul DeBettignies

Paul DeBettignies is managing partner of Nerd Search, LLC, a Minneapolis IT search firm, author of the Minnesota Headhunter ([www.mnheadhunter.com](http://www.mnheadhunter.com)) blog, co-founder and coordinator of Minnesota Recruiters ([www.minnesotarecruiters.com](http://www.minnesotarecruiters.com)), listed as a Top 20 Minnesota Social Media Innovator, frequent speaker and article contributor on recruiter, career, networking, and social... [\[more\]](#)



### A. Bernard Frechtman

A. Bernard Frechtman is the pre-eminent attorney in the staffing industry with over 50 years experience. He is the author of six books on staffing industry law. His latest, Staffing Industry Law: A Guide for the Personnel Professional, at 531 pages is the most comprehensive ever published.... [\[more\]](#)



### Tom Keoughan

Tom Keoughan has spent 29 years running a successful solo recruiting practice in an interesting niche. Toyjobs is the dominant executive recruiter in the toy and juvenile product industry. [\[more\]](#)

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Only **4 months** to the start of Fordyce Forum 2010.

[Click here](#) to register for Fordyce Forum 2010, and to find out more about pricing and discounts.

## Event Sponsors



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### **Jordan Greenberg**

SAMPLE OF CAREER HIGHLIGHTS 2010 – Successfully placed Sales Director with the world’s leading BI Software Firm in January. Actively working 1 VP Sales and 1 Managing Director search project for software development clients; among other activity in first Q of year. 2009 – Made 17... [\[more\]](#)

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### **Glenn Gutmacher**

Glenn is a partner in ACES, the Arbita division that focuses on recruiting research skills development, employment branding, SEO and SEM consulting, with over 140 corporate and third-party staffing firm clients. He has also presented to big billers at the annual conferences of the Pinnacle Society, New England Executive... [\[more\]](#)

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### **Mike Kittelson**

17 year search industry veteran Mike Kittelson with over 17 million dollars in career billings will share 17 valuable lessons from the trenches! Out of the last 10 years Mike has billed in excess of \$1m with his best year ever of \$2.1. He has been through the best of... [\[more\]](#)

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### **Jenifer Lambert**

Jenifer Lambert began her career in the recruiting industry, the way so many have. “I literally fell into it.” What started as a summer job coming out of college filling in for a recruiter on maternity leave, turned into a the sort of perfect job match we all... [\[more\]](#)

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### **Neil Lebovits**

Neil Lebovits, industry guru and executive, is the founder of The Dynamic Sale, a learning, coaching & development company. The Dynamic Sale enables individuals to shatter their performance expectations in the Staffing & Recruiting industry. Neil has done it all in the industry: Permanent & Temporary Placement, Sales, Branch Management, Regional... [\[more\]](#)

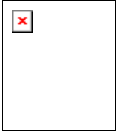
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### **Rob Mosley**

Rob Mosley is the Senior Director of Training and Development for Next Level Recruiting Training. Rob comes to Next Level from MRINetwork™ Corporate in Philadelphia, PA, where he served as the Chief Learning Officer, responsible for all training and sales development of 1,100 offices worldwide. Previously Rob was with the Acclivus... [\[more\]](#)

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## **Shannon Myers**

Managing Partner of Walton Search [\[more\]](#)

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## **Rick Rush**

Rick Rush has been recruiting for the soft goods Industry since 1994, and joined Pinnacle in 1999. He started his own firm in 2003. His staff consists of one office manager and one candidate recruiter. His biggest year was 2000, with 46 placements for \$942,000 in billings. [\[more\]](#)

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## **Jeff Skrentny**

Jeff Skrentny, CERS\*, had his first deal falloff. He was voted least likely to succeed in his training class. Three years later he was his firm's top producer. From top producer, to manager, to entrepreneur, Jeff has grown in this profession from contingency placement to engaged search over his 23 year... [\[more\]](#)

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## **Dave Staats**

Dave Staats' firm SearchPartner has become so focused that all their searches are now for highly cleared technologists in the DC metro area. With groups of recruiters as high as 9 and as low as 2 1/2 since 1999 Dave has collected an average of \$412,296.00 per year in personal commission-paid... [\[more\]](#)

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## **Shally Steckerl**

Shally Steckerl is a talent acquisition consultant, strategist, and speaker originally from Colombia, South America, now residing in Atlanta, Georgia. He is the Founder and Chief CyberSleuth of JobMachine, now Arbita ACES (aces.arbita.net), the premier provider of sourcing consulting services and workforce development. Early in his career Mr. Steckerl realized... [\[more\]](#)

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## **Tim Tolan**

Timothy J. Tolan is the senior partner and managing director of Sanford Rose Associates-Charleston. SRA-Charleston has a primary focus on placing executive level talent in the healthcare services, healthcare IT, insurance, and revenue cycle industries. Tim has been a member of SRA's "President's Club" since he opened his office in 2005 and is... [\[more\]](#)

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